

Message Text

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ACTION EB-08

INFO OCT-01 EUR-12 ISO-00 CAB-02 CIAE-00 COME-00
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TO SECSTATE WASHDC 6755
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EO 11652: NA
TAGS: EAIR DA SW
SUBJ: NORTHWEST AIRLINES AIR FARES

REF: A. STATE 156937; B. STOCKHOLM 2435

1. THE QUESTION OF WHETHER THERE IS PUBLIC SUPPORT FOR LOWER AIR
FARES IS LESS IMPORTANT IN DENMARK THAN THE QUESTION OF WHETHER
IT CAN BE BROUGHT TO BEAR ON THE GOVERNMENT'S CIVIL AVIATION
DECISION MAKERS.

2. IN DENMARK, SCANDINAVIA'S "CHARTER CAPITAL", THERE HAS LONG
BEEN PUBLIC SUPPORT FOR LOWER FARES FOR SAS, THE SCHEDULED
CARRIER. NEITHER THE GENERAL PUBLIC NOR THE TRAVEL INDUSTRY
(CHARTER COMPANIES, HOTELS, AGENCIES), HOWEVER, HAVE BEEN ABLE TO
WEAN THE GOVERNMENT AWAY FROM FULL SUPPORT OF SAS, WHICH HERETO-
FORE HAS BEEN FOURSQUARE AGAINST LOWER FARES.

3. THE NEW ELEMENT AT THE PRESENT TIME IS THUS NOT SO MUCH CHANGE
IN PUBLIC OPINION AS INCREASED EXTERNAL PRESSURES. THESE INCLUDE
BRITISH INSISTENCE ON LOWER FARES FOR POINTS IN
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ENMARK AND THE
UK, THE TENOR OF AGREEMENTS SUCH AS THAT SIGNED BY THE US WITH
THE NETHERLANDS, AND THE FILING OF A BUDGET FARE BY NORTHWEST.
THE LAST NAMED PUTS PRESSURE ON THE GOVERNMENT IN TWO WAYS; IE,
THE GOVERNMENT HESITATES TO MAKE THE ISSUE INTO ONE OF INTER-
GOVERNMENTAL CONFRONTATION, AND IT FEELS SOME HEAT FROM THE WIDE
PUBLICITY IN DENMARK THAT THE NORTHWEST "CASE" HAS PROVIDED.

4. IT IS OUR BELIEF, THEREFORE, THAT THE EXISTENCE OF PUBLIC
SUPPORT ENHANCES THE POSSIBILITY THAT THE GOVERNMENT WILL ACCEPT
LOWER FARES. WITHOUT EXTENRAL PRESSURES, HOWEVER, THE GOVERNMENT
MIGHT WELL, AS IT HAS IN THE PAST, DISREGARD POPULAR WISHES FOR
LOWER FARES. IT IS THE CURRENT COJUNCTURE OF EXTERNAL PRESSURES
THAT LEADS TO OUR GUARDED OPTIMISM THAT THE DANISH GOVERNMENT
WILL AGREE TO NORTHWEST'S BUDGET FARE AS RECENTLY REFILED.
DEAN

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